

ANDERSON EXHIBIT 18C



RA AdvantageTM



Manufacturer: **3M Pharmaceuticals**
Savings: **Up to 33% Off Invoice**

Effective: 4-1-98 - 3-31-00

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#	Cash Savings	Net Sell
Minitran	0.1 mg/hr	30	00089-0301-02	Transderm-Nitro Nitro-Dur	2304772	961027	\$ 12.93	\$ 26.90
Minitran	0.2 mg/hr	30	00089-0302-02	Transderm-Nitro Nitro-Dur	2304780	961035	\$ 13.31	\$ 27.24
Minitran	0.4 mg/hr	30	00089-0303-02	Transderm-Nitro Nitro-Dur	2304988	961043	\$ 12.81	\$ 30.33
Minitran	0.6 mg/hr	30	00089-0304-02	Transderm-Nitro Nitro-Dur	2304806	961051	\$ 16.02	\$ 33.25

Key Facts:

- Minitran is AB1 Rated and is a fully interchangeable, cost effective alternative to Nitro-Dur.
- Minitran is smaller, less noticeable and more comfortable for patients.

Minitran Profit Analysis vs. Competitive Item:

Preferred Product	UM	AWP	Direct Cost	AWP Less 12%	Contract Net Sell	Profit Per Unit
Minitran 0.4 mg/hr	30	\$53.11	\$44.25	\$46.74	\$30.33	\$16.41

Competing Product	UM	AWP	Direct Cost	AWP Less 12%	Net Sell	Profit Per Unit
Nitro-Dur 0.4 mg/hr	30	\$53.48	\$44.57	\$47.06	\$45.46	\$1.60

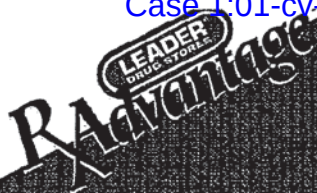
Pharmacist Action Steps:

Product is AB1 rated to Nitro-Dur: Fill the preferred item.

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CH 055677



Manufacturer: **Abbott Laboratories**
Savings: **Up to 42% Off Invoice**

Effective: 7-1-97 - 6-30-01

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#	Cash Savings	Net Sell
EES 400	400 mg	100	00074-5729-13	Erythromycin ES Tab	2042588	000493	\$ 2.75	\$ 13.81
EES 400	400 mg	500	00074-5729-53	Erythromycin ES Tab	1059427	000507	\$ 13.26	\$ 66.99
EES 400	400 mg	1000	00074-5729-19	N/A	1490564	775509	\$ 25.70	\$ 129.84
EES 200 Liquid	200 mg	480 mL	00074-6306-16	Erythromycin Liquid	1364298	234168	\$ 1.21	\$ 11.12
EES 400 Liquid	400 mg	480 mL	00074-6373-16	Erythromycin Liquid	1019421	000876	\$ 2.00	\$ 20.71
EES Granules	N/A	100 mL	00074-6369-02	Erythromycin ES Gran	1312735	000825	\$ 0.67	\$ 5.85
EES Granules	N/A	200 mL	00074-6369-10	N/A	1361369	000833	\$ 1.18	\$ 10.69
Ery Ethyl 200 Liquid	200 mg	Pint	00074-3747-16	N/A	2119360	879100	\$ 4.75	\$ 7.58
Ery Ethyl 400 Liquid	400 mg	Pint	00074-3748-16	N/A	2119352	879118	\$ 6.34	\$ 16.38
Ery Ped	200 mg	100 mL	00074-6302-13	Erythromycin ES Gran	1450022	535729	\$ -	\$ 6.93
Ery Ped	200 mg	200 mL	00074-6302-53	N/A	1450014	535717	\$ -	\$ 12.62
Ery Ped	400 mg	100 mL	00074-6305-13	N/A	1285873	000663	\$ -	\$ 10.66
Ery Ped	400 mg	200 mL	00074-6305-53	N/A	1285923	000671	\$ -	\$ 19.46
Ery Base Filmtab	250 mg	100	00074-6326-13	N/A	1183391	000892	\$ 0.63	\$ 6.52
Ery Base Filmtab	250 mg	500	00074-6326-53	N/A	1333525	292184	\$ 3.04	\$ 31.66
Ery Base Filmtab	500 mg	100	00074-6227-13	N/A	1112838	000906	\$ 1.56	\$ 13.01
Eryth E-Succ Tablet	400 mg	100	00074-2589-13	N/A	2226421	904651	\$ 4.09	\$ 10.35
Eryth E-Succ Tablet	400 mg	500	00074-2589-53	N/A	2254878	904660	\$ 19.86	\$ 50.20

EES Example:

Purchase these Abbott products at a significant discount off of normal prices.



Manufacturer: **Abbott Laboratories**
Savings: **Up to 42% Off Invoice**

Effective: 7-1-97 - 6-30-01

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#	Cash Savings	Net Sell
Ery-Tab	250mg	100	00074-6304-13	E-Mycin	1266154	000922	\$ 6.85	\$ 6.92
Ery-Tab	250 mg	500	00074-6304-53	E-Mycin	1283324	234141	\$ 2.71	\$ 33.51
Ery-Tab	333 mg	100	00074-6320-13	E-Mycin	1141373	000930	\$ 1.50	\$ 11.20
Ery-Tab	333 mg	500	00074-6320-53	E-Mycin	1333558	339032	\$ 7.57	\$ 54.33
Ery-Tab	500 mg	100	00074-6321-13	N/A	1141381	000949	\$ 1.84	\$ 16.07
Ery DR Cap	250 mg	100	00074-6301-13	ERYC	1422716	498483	\$ 1.85	\$ 9.88
Ery DR Cap	250 mg	500	00074-6301-53	ERYC	1422724	498491	\$ 12.94	\$ 46.88
Ery Stearate	250 mg	100	00074-6346-20	Erythromycin ST	1215482	000914	\$ 1.04	\$ 6.56
Ery Stearate	250 mg	500	00074-6346-53	Erythromycin ST	1139450	000795	\$ 5.62	\$ 31.89
Ery Stearate	250 mg	1000	00074-6346-19	Erythromycin ST	1410224	826898	\$ 9.75	\$ 61.79
Ery Stearate	500 mg	100	00074-6316-13	N/A	2307908	000817	\$ 2.01	\$ 12.78

Ery-Tab Profit Analysis vs. Competitive Item:

Preferred Product	UM	AWP	Direct Cost	AWP Less 12%	Contract Net Sell	Profit Per Unit
Ery-Tab 333 mg tablet	100	\$35.98	\$12.51	\$31.66	\$11.20	\$20.46

Competing Product	UM	AWP	Direct Cost	AWP Less 12%	Net Sell	Profit Per Unit
E-Mycin 333 mg Tablet	100	\$50.85	\$29.04	\$44.75	\$29.62	\$15.13

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CH 055679



Manufacturer: **Abbott Laboratories**
Savings: **Up to 16% Off Invoice**

Effective: 7-1-97 - 6-30-01

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#	Cash Savings	Net Sell
Eryth/sulfisoxazole		200 mL	00074-7156-53	N/A	2391746	081558	\$ 1.23	\$ 6.83
Eryth/sulfisoxazole		100 mL	00074-7156-13	N/A	2391720	081400	\$ 0.43	\$ 3.65
Eryth/sulfisoxazole		150 mL	00074-7156-43	N/A	2391738	081450	\$ 1.00	\$ 5.12
Pediazole	Suspension	100 mL	00074-8030-13	N/A	1356427	234249	\$	\$ 9.92
Pediazole	Suspension	150 mL	00074-8030-43	N/A	1145036	001694	\$	\$ 14.80
Pediazole	Suspension	200 mL	00074-8030-53	N/A	1356450	001678	\$	\$ 19.47
Pediazole	Suspension	250 mL	00074-8030-73	N/A	1737386	648590	\$	\$ 23.98

Purchase these Abbott products at a significant discount off of normal prices.



Manufacturer: Becton Dickinson

Effective: 1-1-99 - 12-31-99

Savings: Up to 7% Off Invoice

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#	C/S Savings	Net Sell
Lo-Dose	N/A	U-100	08290-3284-65	N/A	1152388	317322	\$ 1.47	\$ 18.45
Lo-Dose	N/A	28/1 cc	08290-3284-10	N/A	1152669	012955	\$ 1.47	\$ 18.45
Lo-Dose	N/A	3/10cc	08290-3284-30	N/A	1464197	559202	\$ 1.47	\$ 18.45
Ultrafine	N/A	1 ml	08290-3284-11	N/A	1860949	719099	\$ 1.51	\$ 19.88
Ultrafine	N/A	.5 ml	08290-3284-66	N/A	1860956	719102	\$ 1.51	\$ 19.88
Ultrafine	N/A	.3 ml	08290-3284-31	N/A	1860964	719110	\$ 1.51	\$ 19.88
Ultrafine II Short Needle	N/A	.5 cc	08290-3284-68	N/A	2487239	433306	\$ 0.53	\$ 20.87
Ultrafine II Short Needle	N/A	.3 cc	08290-3284-38	N/A	2487247	433608	\$ 0.53	\$ 20.87
Ultrafine II SY	N/A	1 cc	08290-3284-18	N/A	2561066	256106	\$ 0.53	\$ 20.87

Preferred Product	UM	AWP	Direct Cost	AWP Less 12%	Contract Net Sell	Profit Per Unit
Lo-Dose Syringes	100	\$21.47	\$18.81	\$18.89	\$18.45	

Lo-Dose Example:

Purchase products at a significant discount off of normal prices.

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CH 055681

Manufacturer: **Blansett Pharmacal Co.**

Effective: 1-1-99 - 12-31-99

Savings: **Up to 8% Rebate**

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#
Prolex DH	NA	480 ml	51674-0012-07	Entuss, Protuss	2135465	870161

Market Share	Rebate
36.5% - 41.4%	2%
41.5% - 46.4%	4%
46.5% - 51.4%	6%
≥ 51.5%	8%

Preferred Product	UM	AWP	Direct Cost	AWP Less 12%	Contract Net Sell**	Profit Per Unit
Prolex DH	480 ml	\$36.24	\$29.00	\$31.89	\$27.26	\$4.63

Competing Product	UM	AWP	Direct Cost	AWP Less 12%	Net Sell	Profit Per Unit
Entuss Ex	480 ml	\$46.10	\$36.88	\$40.57	\$37.62	\$2.95

Prolex DH Example:

Receive an 8% rebate on all purchases of Prolex DH if market share of 51.5% or greater is achieved.
 Rebates are calculated on an individual store basis.

** Contract net sell after rebate if an 8% rebate is earned.

Manufacturer: **Braintree Laboratories**

Effective: 1-1-99 - 9-30-99

Savings: **Up to 10% Rebate**

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#
GoLyteLy PW		1Pk	52268-0700-01	Colyte, Peg 3350	1443977	816965
GoLyteLy SL	4000 ml	EA	52268-0100-01	Colyte, Peg 3350	1367101	119636
GoLyteLy SL Pineapple	4001 ml	EA	52268-0101-01	Colyte, Peg 3351	2878080	287808
NuLyteLy Oral SL	4/lt	EA	52268-0300-01	Colyte, Peg 3350	1196658	735370
NuLyteLy SL Cherry	4000 ml	EA	52268-0301-01	Colyte, Peg 3350	2284115	956775
NuLyteLy SL Lemon Lime	4001 ml	EA	52268-0302-01	Colyte, Peg 3351	2878072	287807

Market Share Increase**Over Baseline**

1% - 3.4%
 3.5% - 6.4%
 6.5% - 10.4%
 10.5% - 14.4%
 > 14.5%

Rebate**Payout**

2%
 4%
 6%
 8%
 10%

GoLyteLy Profit Analysis vs. Competitive Item:

Preferred Product	UM	AWP	Direct Cost	AWP Less 12%	Contract Net Sell**	Profit Per Unit
GoLyteLy SL	4000ml	\$14.82	\$12.35	\$13.04	\$11.36	
Competing Product	UM	AWP	Direct Cost	AWP Less 12%	Net Sell	Profit Per Unit
Colyte	4000ml	\$15.40	\$12.32	\$13.55	\$12.57	0.98

GoLyteLy Example:

Receive a 10% rebate on all purchases of the above listed products if market share is increased 14.5% over baseline of 2Q98.

Rebates are calculated on Leader as a group.

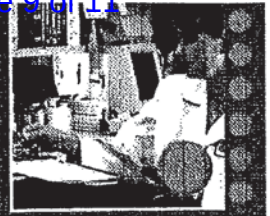
2Q98 baseline market share was 55.92%

** Contract net sell after rebate if a 10% rebate is earned.

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CH 055683



Manufacturer: **Colgate Oral Pharmaceuticals**
 Savings: **10% Off Invoice and up to 14% Rebate**

Effective: 1-1-99 - 12-31-99

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#	Cash Savings	Contract Net Sell
PerioGard	N/A	480ml	00126-0271-16	Peridex	2063006	889687	\$ 0.50	\$ 4.59

Key Facts:

- PerioGard is AT rated to Peridex.
- Offers convenient single-unit package with dose cup.
- PerioGard increases profits *and* saves your patients money.

PerioGard Profit Analysis:

Preferred Product	UM	AWP	Direct Cost	AWP Less 12%	Contract Net Sell	Profit Per Unit
PerioGard	480ml	\$10.40	\$5.00	\$9.15	\$4.59	\$4.56

Market Share	Rebate
15.0% - 25.0%	2%
25.1% - 37.0%	4%
37.1% - 50.0%	7%
50.1% - 65.0%	10%
65.1% - 80.0%	12%
≥ 80.1%	14%

PerioGard Example:

Receive 10% off invoice on all purchases of PerioGard and earn an additional 14% rebate if Leader achieves a market share greater than 80.1%.

Pharmacist Action Steps:

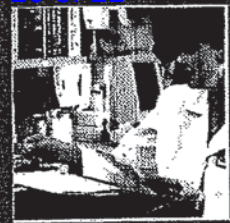
Dispense PerioGard as the preferred brand of chlorhexidine therapy.

PerioGard has the highest rating of topical products, AT, which can be fully substitutable for Peridex.

Rebates are calculated on Leader as a group.



RA AdvantageTM



Manufacturer: **Digestive Care**
Savings: **5% Off Invoice**

Effective: 1-1-99 - 12-31-99

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#	Contract Net Sell
Pancrecarb	MS-8	100	59767-0001-01	Creon, Pancrease	2753820	275382	\$ 82.89

Key Facts:

- Pancrecarb provides optimized levels of pancreatic enzymes by creating a micro-environment in the pH range of 8.5 to 9.5 which allows for increased digestion of fats and lipids. The increased absorption of fats and nutrients yields gains in weight and height.
- Pancrecarb microspheres are formulated through a patented process that combines enteric coating along with bicarbonate.
- The high level of enzyme efficiency allows for, in most situations, a greatly reduced dosage (typically 50%) of lipase.
- Some patients can be weaned off of H2 blockers after a short period of time.

Preferred Product	UM	AWP	Direct Cost	AWP Less 12%	Contract Net Sell	Profit Per Unit
Pancrecarb	MS-8	\$106.80	\$85.45	\$93.98	\$82.89	\$11.09

Pancrecarb Example:

Receive 5% off invoice on all purchases of Pancrecarb.

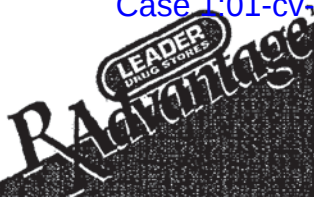
Pharmacist Action Steps:

Dispense Pancrecarb for the treatment of pancreatic insufficiency associated with Cystic Fibrosis.

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CH 055685



Manufacturer: **Ferring Pharmaceuticals, Inc.**

Effective: New Agreement Under Negotiation

Savings: **3% Off Invoice**

Item Description	Strength	Size	NDC#	Compared to:	CIN#	DP#	Net Sell
Desmopressin Acetate Rhinal Tube	.1 mg	2.5mL	55566-5020-01	DDAVP	1012962	876240	\$ 44.50

Key Facts:

- Ferring manufactures all of the Desmopressin Acetate used in the United States.
- Both products are manufactured by Ferring Laboratories to the exact same specifications and quality control, under the same NDA.

Preferred Product	UM	AWP	Direct Cost	AWP Less 12%	Contract Net Sell	Profit Per Unit
Ferring Desmopressin Acetate Rhinal Tube 0.01% Nasal Solution	2.5mL	\$61.80	\$44.95	\$54.38	\$44.50	

Competing Product	UM	AWP	Direct Cost	AWP Less 12%	Net Sell	Profit Per Unit
DDAVP Rhinal Tube (Desmopressin Acetate) 0.01% Nasal Solution	2.5 mL	\$76.43	\$61.14	\$67.26	\$62.36	\$4.90

Pharmacist Action Steps:

Work with physician to ensure Desmopressin Acetate is dispensed.